FACTOR Canada JURIED SOUND RECORDING: SINGLE/EP

Program Guidelines 2025-2026

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Resources: Jury Assessment Preparation Guide

Program Intent

This Juried Sound Recording: Single/EP program is designed to augment FACTOR's current Artist programs as a steppingstone from *Artist Development* to *Juried Sound Recording: Album*, as well as addressing that in today's market, release planning and strategy has evolved. The eligible expenses related to sound recording, marketing, video, radio marketing, and live performance support are flexible with no caps to each activity. The desired outcome is a budget that suits the specific project success, as FACTOR understands this may vary depending on artist and genre.

Program Overview

- 1. The Juried Sound Recording: Single/EP program offers up to \$25,000 of investment towards 50% of eligible expenses related to artists creating new recordings for a single and/or EP format, within a fiscal year. Specifically, 1-6 songs with a combined total running time of under 30 minutes.
- 2. Applications are reviewed for eligibility before being assessed by a jury. Processing of applications typically requires 8-10 weeks from the application deadline before notification of outcome but may be affected by volume of applications and juror availability.
- 3. Artists may apply to only one juried program (Artist Development, Juried Sound Recording: Single/EP, or Juried Sound Recording: Album) being offered in a fiscal year (April 1 March 31) and receive a maximum of three JSR projects (any combination of Single/EP and Album) in the lifetime of the program, including funding as a solo artist or member of a group.
- 4. Funding for this program is provided by Canada's Private Radio Broadcasters and the Department of Canadian Heritage via the Canada Music Fund's Individual Initiatives component.

Application Deadline

New applications to this program can be created and submitted as of **January 29, 2025**, and due no later than **February 27, 2025**, at **5:00pm ET** for the 2025-2026 fiscal year. Incomplete applications will not be retained in the system afterwards.

If you experience technical difficulties which prevent you from submitting your application, you must contact FACTOR by email with accompanying screen shot illustrating the issue prior to 5:00pm Eastern Time on the deadline date. An application cannot be re-submitted if a report is filed after the deadline.

Who Can Apply

5. Artists rated General and Artist 2. Record labels rated Approved, 2, 3, and Mid-Tier Envelope companies with artists rated General or Artist 2.

- 6. Artists must have commercially released a minimum of two songs previously and should be able to demonstrate recent market activity growth in their careers, with added consideration afforded to artists from equity-seeking groups.
- 7. Only the party that controls the Canadian commercial release rights and exclusive Canadian exploitation rights to the sound recording at the time of application submission and up to March 31, 2026, may apply. Typically, this will be:
 - a) A Canadian artist, if the artist is 'unsigned' or has not licensed the sound recording to another party. If the artist is a band that is not incorporated as a company, then an individual member of the artist band must be the Applicant. You must have both an approved Artist Profile and an approved Applicant Profile to apply.
 - b) A Canadian record label that has already signed the artist, or has licensed the sound recording, or has an option to license the sound recording. If the artist owns the underlying copyright in the masters but has licensed the sound recording to a record label, the label must be the Applicant. The record label must have an approved Applicant Profile and the Artist Profile must also be approved before the label can apply.
 - c) Artist managers, producers, and publishers may fill out the application on behalf of an artist; however, the artist must be the named Applicant and they must incur the costs directly or to their company. Costs may not be incurred by the manager, producer, or publisher and then charged back to the artist.
- 8. Applicants under 18 years of age must submit a signed <u>Parent or Legal Guardian Consent Form</u> with the application.
- 9. Francophone artists who are recording primarily in French and primarily developing their careers in a French-language market should apply to <u>Musicaction</u>. Francophone artists may apply to program if the project is explicitly intended for the English-language market.
- 10. Applicants may not be artists signed to companies funded by FACTOR or Musicaction in the company programs already supporting those activities.

How to Apply

- Ensure your Artist and Applicant profiles are complete and current prior to creating your Juried Sound Recording: Single/EP application in the <u>FACTOR online system</u>. First-time applicants will find instructions on creating/sharing profiles and submissions at the <u>How to Apply page on the FACTOR</u> <u>website</u>.
- 12. As part of your application, you must submit:
 - a) Current audience information
 - b) A current artist bio
 - c) Genre
 - d) Recording start date
 - e) Proposed release date(s)
 - f) A marketing plan for the release of these song(s): describe how the release plan and activities will contribute to your overall strategy, and how they will help you achieve your goals.
 - g) Tracklisting
 - h) One assessment song which must:
 - i. At time of application be new, recently recorded, unreleased original material or a composition which will be part of the commercial release. If you are in the jazz or classical genre, a new arrangement of a work previously recorded and released by another artist(s) may be allowed only with FACTOR's pre-approval;
 - ii. Be uploaded in MP3 format with lyric files if applicable;
 - iii. Meet <u>MAPL requirements</u> for Canadian content; and
 - iv. Not be a French-language with majority of songs in French.
 - Budget: Estimate how much you will spend on recording, marketing, touring, showcasing, radio marketing, and video production in the coming year. Include all spends, regardless of whether you hope to subsidize them with FACTOR funding.
 - j) Total request

Important note: Once an application has been submitted, no further changes are possible. It is your responsibility to ensure all mandatory documents have been uploaded prior to submitting the application.

- 13. Applicants to every FACTOR program must declare any other public funding received or expected to be received toward the same project costs they are claiming. FACTOR's contribution plus any other public funding cannot exceed 100% of the project's Total Eligible Budget. See <u>Glossary: Public Funding</u>.
- 14. FACTOR welcomes and encourages applications from people with disabilities. Please contact your Project Coordinator or our <u>general information account</u> to discuss options for accommodations throughout the application process, as well as our <u>Application Accessibility Support Fund</u>.

How Applications are Assessed

15. Applications are evaluated by an independent jury, adjudicating the artist's assessment tracks, market activity, and release plan. The jury will consider whether the Marketing Plan is clear and achievable, given the artist's resources and what they have accomplished to date. Please see <u>Business Policies:</u> <u>Assessment Process – Juried Program</u> for more information on the jury process.

How This Program Works

- 16. This program provides up to \$25,000 for 50% of eligible expenses which can be applied toward recording of singles and EPs (releases of six or fewer songs and under 30 minutes total running time) and marketing/promotional activities of same recordings.
- 17. The eligible expenses related to this program must be incurred between the date of application submission to February 13, 2026. Completions must be submitted no later than February 13, 2026.
- 18. A JSR: Single/EP project may be closed at any time during the life of the project, once all expenses have been incurred and paid.
- 19. The Project must meet all the following requirements:
 - a) It is made up of at least 1-6 tracks and less than 30 minutes of total music, either packaged as one EP or as a series of singles. The first single must be released by September 1, 2025, with all songs released by June 1, 2026.
 - b) The underlying compositions and the recordings have never been commercially released. Covers of previously-recorded compositions may be allowed but only if they have special creative merit as determined solely by FACTOR and approved in advance of the application being submitted;
 - c) The Single/EP is by a Canadian artist and, as a whole, contains at least 50% music and lyrics written by Canadians. Please see <u>Business Policies: MAPL Certification</u> for details of exceptions for jazz and classical music; and
 - d) All JSR: Single/EP applications must include the creation of a new, previously unreleased qualifying song(s).
- 20. Eligible activities and costs in this program can include expenses relating to Sound Recording, Marketing, Radio Marketing, Video, and Live Performance. All JSR: Single/EP projects must include sound recording expenses and a minimum of one other activity. Fiscal caps apply.
- 21. Touring activities must support the Sound Recording.
- 22. If your application is successful, you will enter into a General Agreement which sets out the terms of funding. You must also provide your banking information to receive your funding via <u>direct deposit</u>.
- 23. FACTOR will reimburse 50% of your eligible costs up to \$25,000. This means you must incur at least \$50,000 in eligible expenses to reach the maximum amount.
- 24. Once the application is approved, all changes must be approved by FACTOR to ensure the ongoing eligibility of the project and costs.

- 25. Four months from Project approval, you will be required to submit a mid-project update to your Project Coordinator, which offers the opportunity to connect and discuss any issues with execution.
- 26. Recipient Accessibility Support Fund: FACTOR funding recipients are eligible for top-up support to their project funding for costs related to accessibility. FACTOR will allow applications in this fund for up to \$5,000 each fiscal year, not to exceed \$5,000 per project. Eligible costs claimed under this fund will be reimbursed at 100%. This fund is open to artists and staff of music companies associated with the project Artist or Applicant. Support for this fund is provided exclusively by Canada's Private Radio Broadcasters. See more details on FACTOR's Accessibility page.

Eligible Costs

- 27. This program allows a wide range of <u>eligible costs</u> including:
 - a) Sound Recording: pre-production and rehearsal space rental costs of up to \$500 (must be paid to third parties), studio time, production personnel (such as hired musicians, producer, engineer, techs), and equipment rentals.
 - b) Touring and Showcasing: travel costs, hired musicians and crew fees, and conference registration fees;
 - c) Marketing: publicity, ad buys, radio marketing, photography, graphic design; and
 - d) Video production: producer and director fees (must be paid to third parties), crew personnel, location, and equipment rentals.
- 28. The costs below are <u>ineligible</u> for this program:
 - a) Per diems, meals, or hospitality costs;
 - b) Manufacturing costs of physical music formats and merchandise;
 - c) Artist residencies, creative and songwriting retreats, band practices, <u>woodshedding</u>, and costof-living expenses such as rent and utilities;
 - d) Voice or instrument lessons;
 - e) Taxes that are subject to rebate to the Recipient (such as VAT, HST);
 - f) Musicians' union dues, penalties, fines, pension contributions and any other union-mandated payments;
 - g) Costs in this program covered by any other FACTOR-funded project. This includes any costs related to an eligible traveler who is being claimed in a Tour or Showcase application.
 - h) Expenses paid for in cash (see Business Policies: Cash Payments);
 - i) Management and legal fees;
 - j) Purchases of equipment, musical instruments and related supplies;
 - k) Distribution costs, including fees and set-up costs;
 - I) Mechanical royalties and associated costs
- 29. In-house and related costs must be charged at verifiable fair market value with no mark up. For inhouse services, the party providing the services must be in the business of, or professionally employed to provide such services.
- 30. In-house and/or related costs are capped at a maximum of 25% of the total eligible costs.
- 31. Only these non-Canadian costs are eligible in this program:
 - a) Costs related to full-time non-Canadian members of the artist band,
 - b) Costs incurred while traveling outside of Canada on a tour or showcase,
 - c) Costs incurred in a domestic marketing campaign where the supplier is based outside of Canada and the services cannot be provided by a Canadian (e.g., Facebook), and
 - d) Costs incurred outside of Canada in an international marketing campaign.
- 32. Eligible costs must be incurred and paid within time from application to project completion.
- 33. Goods and services purchased from individual Canadians living outside of Canada or Canadian-owned businesses physically located outside of Canada are eligible costs.
- 34. Travel costs travel costs follow the rates specified in the Government of Canada Travel Directive.
 - a) Accommodations are eligible to a maximum of \$300 per room, per night
 - b) Flight costs at economy rate only

- c) No dollar value will be attributable to air miles, frequent flyer points or similar programs. However, FACTOR may recognize a cash fee charged by the points provider.
- d) Applicants are urged to ensure that each person traveling is covered by trip cancellation, health/medical and accident insurance appropriate to the length and location of the visit to the country in which any funded travel occurs. In the event that a trip or any portion thereof is canceled such that all or any portion of approved eligible costs is forfeit, the Applicant is required to recover the maximum amount available under its travel insurance. FACTOR will cover 50% of any remaining non-refundable costs.
- 35. Musicians' fees where applicable, fees paid to musicians will be recognized as follows:
 - a) For sound recording work, musicians' fees will be capped at a rate of \$400 per studio session, to a maximum of one session per track. The day rate includes overtime pay for the session, if any.
 - b) "Leader fees" are eligible for third-parties only, at up to double the day rate, but only if the session is contracted pursuant to a musician's union contract, and that contract is submitted to FACTOR.
 - c) For live performances, musicians' fees will be capped at a show rate of \$300 per show. The show rate includes all paid performances in one calendar day.
 - d) Cash payments to musicians may only be eligible for FACTOR reimbursement if they conform to the policy on cash payments set out above. For reimbursement by FACTOR, the musician's fee must be supported by an invoice from the musician to the applicant, along with proof of payment showing the invoice was paid.
- 36. FACTOR reserves the right at all times to allow, disallow, or modify costs. It is advisable to discuss any changes to your budget before Completion. If you are uncertain about the eligibility of a cost, please contact FACTOR before incurring that cost.

Funding and Payments

- 37. FACTOR will issue the lesser of \$12,500 or 50% of the approved budget as an advance payment. If your incurred, documented expenses have offset the initial advance ahead of project completion, an additional advance of up to 25% of the total offer amount may be available in consultation with your Project Coordinator. The remainder of the funding is paid out when the completion has been received, reviewed, and accepted by FACTOR.
- 38. FACTOR reserves the right to remove any ineligible expenses from your final cost report. This may lead to a reduction in the amount of funding for which you are ultimately eligible and, in some cases, may result in the recipient having to return a portion of the advance.

Project Completion

- 39. If approved, your Completion Report may be submitted as soon as your project has concluded and no later than February 13th, 2026. No extensions will be granted. Before that deadline, you must complete and submit all sections of the Completion (including Budget, Results, Component Information, and Public Funding).
- 40. A cost report and supporting expense documentation need to be submitted upon Completion. Failure to comply could result in a lowered offer or default status in the FACTOR system. Please ensure you keep invoices, receipts, and proofs of payment for eligible costs.
- 41. Costs must be verifiable with invoices, receipts, and proof of payment.
 - a) Receipts must include:
 - i. The name and address of the organization or individual who provided the goods or services;
 - ii. The name of the individual who purchased the goods or service.
 - iii. The goods or services purchased in detail, such as item description, quantity, unit price, extended price, additional charges, and applicable taxes.
 - iv. The transaction date (including the dates of service or delivery if applicable).
 - b) Examples of eligible proof of payment include cheque, email transfer, credit card, interbank transfer, wire transfer, and money orders.

- 42. Receipts in all cases must be sufficiently detailed to show the purchase is connected to the expense claim.
- 43. Applicants must be able to identify and describe the item(s) or service(s) purchased. FACTOR reserves the right to contact the vendor and to reject any costs it deems, in its sole opinion, insufficiently supported.
- 44. As part of your Completion, you must upload an MP3(s) of your delivery track(s) or provide a streaming link to commercial release and complete the track information table as applicable.
- 45. You must provide the appropriate Logo and Acknowledgment on any press and promotional material, videos, and any digital assets you create with the funding. You must credit FACTOR on all physical and digital copies of the release(s), and/or wherever production credits for the track are listed, such as in the artwork and the metadata of the digital file. Please see <u>FACTOR's Logo and Acknowledgment Guide</u>.
- 46. Once submitted to FACTOR, the Completion will be deemed by FACTOR to be your true, accurate, and final accounting, and may not be unsubmitted, amended or deleted.
- 47. Applicants should retain all their invoices, receipts, and proofs of payment for seven years for FACTOR and Revenue Canada taxation purposes.